

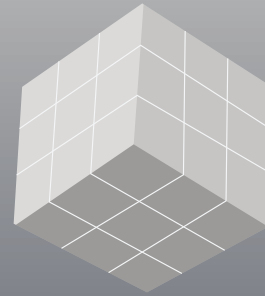
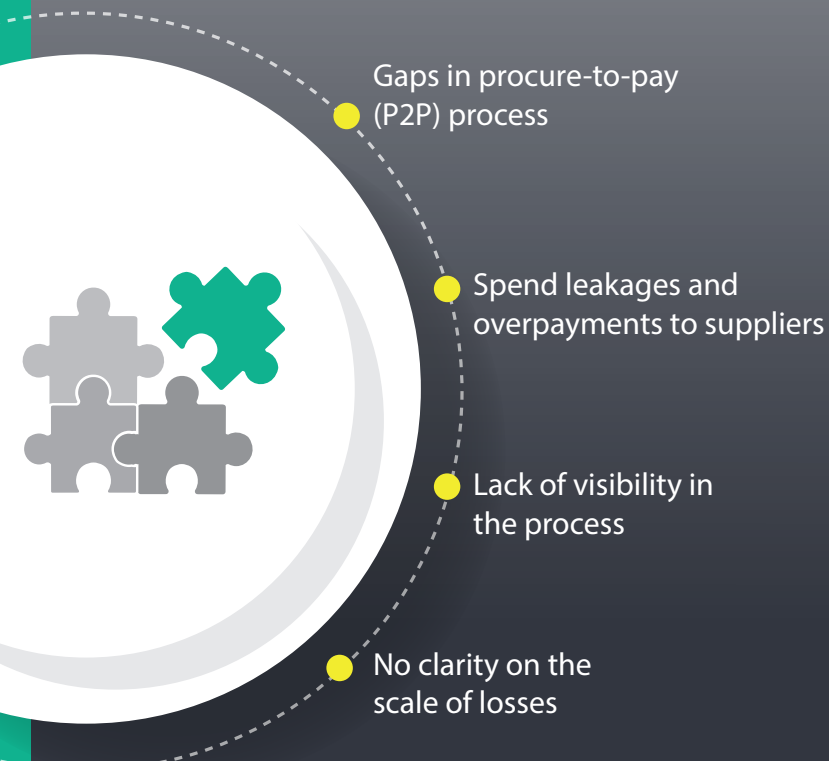
REIGNING IN SPEND LEAKAGES

Through diligent data analysis and synchronization of contract databases.

The client is an American telecommunications giant with revenues of over \$130 Billion.

CHALLENGES

The client with a massive supply chain faced the following challenges:



SOLUTIONS

Infosys BPM applied its sourcing & procurement expertise followed the below approach:

- ▶ Used lean methodology to analyze existing process and identify opportunities for improvements
- ▶ Identified issues such as:
 - Bulk prices instead of per unit as per contracts
 - Financial adjustment module
 - Non-availability of latest price details
 - Complex clauses and sub-contracts
 - Reactive approach to leakage identification
- ▶ Instituted practice within the buyers of obtaining updated price lists
- ▶ Synchronized contract database and ERP systems
- ▶ Established a platform to simplify contract elements
- ▶ Identified payment discrepancies in payouts to suppliers
- ▶ Analyzed open purchase orders to identify leakages
- ▶ Converted overall contract pricing to unit price
- ▶ Identified target category and top spend suppliers with spend analysis
- ▶ Identified inconsistencies in prices with trend analysis
- ▶ Established compliance between contracted unit price and purchased price with contract analysis



BENEFITS

The transformation helped the client with the following:



- ▶ Error-proof procurement process
- ▶ Real-time price updates
- ▶ Better inference of insights to reduce spend leakages
- ▶ Improved working capital and contract compliance
- ▶ Enhanced vendor relationship



\$10.74 Mn
Spend leakage identified



6.44
Improved C-SAT score from 5.4

For more information, contact infosysbpm@infosys.com

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